



# MARYLAND'S INCUBATOR UPDATE

*Nurturing Maryland's Technology Future*

*Most Recent News on Maryland's Business Incubators  
Presented by the MBIA ([www.MDBusinessIncubation.org](http://www.MDBusinessIncubation.org))*

*Vol. 27 July 2003*

## *In this Issue:*

### **I. Incubator News:**

- **New MBIA Member:** Chesapeake Innovation Center (CIC)
- Maryland Technology Development Center (MTDC)
- Technology Advancement Program (TAP)
- Emerging Technology Center (ETC)
- techcenter@UMBC
- Technology Assistance Center (TAC) Incubator
- Howard County Economic Development Authority's NeoTech Incubator

### **II. MBIA News**

- MBIA Adds Two New Incubators
- Four Companies to Present at Prominent, Regional Venture Forum
- Angels and Eggs Event Accepting Applications

### **III. TEDCO News**

- Maryland's Best Incubator Companies Recognized
- Senators Sarbanes and Mikulski Announce \$400,000 for Assistance to Maryland Business Incubators and their Tenants
- TEDCO Events: MTTF Briefings July 11 and July 15
- TEDCO Releases *2003 Innovation and Technology Index* Revealing Maryland's R&D Assets are Under-Performing

## **Chesapeake Innovation Center (CIC)**

**Annapolis, MD**

[www.cic-tech.org](http://www.cic-tech.org)

Contact: John Elstner, email: [jelstner@cic-tech.org](mailto:jelstner@cic-tech.org)

### ***New Tenant:***

- **Lighthouse Communications Services** – Patrick Shay, president and CEO  
**Lighthouse Communications Services**, the Chesapeake Innovation Center's first client, is a remote surveillance service provider that combines wireless voice and data with GPS technology to provide location-based services for emergency response teams, roadside assistance and information services.

### ***New and Noteworthy:***

- An **Advisory Committee** has been created for the CIC. This group of business leaders will provide guidance and assistance with fundraising, advice on ways to help incubator companies succeed and will review policies developed by the CIC. Members of the Advisory Committee include industry and academic experts.

## Maryland Technology Development Center (MTDC) Rockville, MD

[www.mdhitech.org/entrepreneur](http://www.mdhitech.org/entrepreneur)

Contact: Duc Duong, email: [dduong@md.hitech.org](mailto:dduong@md.hitech.org)

### *New Tenants:*

- **Advanced Vision Therapies, Inc.** – Michael Kaleko and Dr. Shelia Connelly, co-founders  
**Advanced Vision Therapies** has developed proprietary gene transfer technology for the sustained delivery of therapeutics proteins to the retina of the eye for the treatment of diseases that cause blindness. The goal is to restore vision and ensure the long-term preservation of sight.

### *New and Noteworthy:*

- **AnhydroCyte, Applied Cell Sciences, Ariadne Genomics** and **Protiveris** exhibited at the BIO 2003 Conference and Exhibit at the Washington, D.C. Convention Center from June 22 to June 25. The complimentary exhibit space, provided by Montgomery County to the four MTDC tenants, enabled them to network with business executives of pharma and bio companies, investors and potential partners. Also exhibiting at the event was **Avalon Pharmaceuticals**, a MTDC graduate. The BIO 2003 business discussion session on “Emerging Bio Companies” also featured two MTDC graduates and one current tenant. Ken Carter, CEO of **Avalon**, Bill Nelson, CEO of **Tetracore**, and Greg Lennon CEO of **EndoGeny Bio**, were the speakers on the panel discussion.

### *Graduate News:*

- **Panacea Pharmaceuticals, Inc.**, recently announced the appointment of Bijan Almassian, Ph.D., as chief operating officer. Kasra Ghanbari, the chief operating officer of the company since its inception, has been promoted to the position of president. Additionally, Hossein A. Ghanbari, Ph.D., formerly president and CEO of the company, will now serve as CEO and chief scientific officer. Panacea graduated from MTDC in 2002.

## Technology Advancement Program (TAP) University of Maryland College Park

[www.tap.umd.edu](http://www.tap.umd.edu)

Contact: Irene Barbe, email: [ih2@umail.umd.edu](mailto:ih2@umail.umd.edu)

### *New and Noteworthy:*

- On Tuesday, July 15, 2003, the Maryland Technology Development Corporation (TEDCO) will hold a free, informal briefing to present the details of its Maryland Technology Transfer Fund (MTTF) from 3 p.m. to 4:30 p.m. in TAP's seminar room. The briefing will teach participants how to use the MTTF to help transfer technology from Maryland universities and federal laboratories to the marketplace. Attendees must register [see TEDCO News.]

### *Graduate News:*

- **Martek Biosciences** recently signed a deal with Nestec Ltd., the parent company of Nestle, for use of Martek's oils in Nestec's infant formula products. Martek did not disclose the financial terms of the agreement, however the deal could dramatically expand its reach outside of the United States.

## Emerging Technology Center Baltimore, MD

[www.etcbaltimore.com](http://www.etcbaltimore.com)

Contact: Ann Lansinger, email: [annlansinger@etcbaltimore.com](mailto:annlansinger@etcbaltimore.com)

### *New and Noteworthy:*

- **axonX, LLC**, which has developed a machine-vision technology to detect fire and smoke, has successfully passed a round of fire detection tests on board the ex-U.S.S. Shadwell. The U.S. Navy will further evaluate axonX as part of its program aimed at developing a volume sensor that will provide situation awareness and damage assessment onboard Navy ships.
- **Alexander & Tom**, an interactive marketing agency, was awarded the 2003 American Marketing Association's Marketing Excellence Award for its work with Pinnacle Golf. Last year, Alexander & Tom launched an online golf game with Pinnacle, continuing a four-year partnership to promote Pinnacle brand golf balls, a division of Titleist.

- **The Emerging Technology Center (ETC)** is hosting a Brown Bag Lunch, “What are Angel and Venture Investors Looking for in Today’s Management Team? Is there a Cure for ‘Founderitis’?,” on Wednesday, July 9 at 12 p.m. Martin Knott, an angel investor and ETC board member, will discuss what it takes to build a qualified management team. He also will emphasize what it takes to develop and evolve management practices and protocols to support day-to-day decision making, capital planning and resource deployment. For more information, contact Kim Anderson at 410-327-9150 or [kanderson@etcbaltimore.com](mailto:kanderson@etcbaltimore.com).
- **The Emerging Technology Center (ETC)** is hosting a Breakfast Session, “Risk Management: Technically Speaking – Risk Protection for Your Technology Business,” on Thursday, July 17 at 10 a.m. Bryan Warman, director of technology insurance at Clarksburg-based MOODY Technology Insurance, will discuss a range of insurance options for emerging companies. Specific emphasis of the discussion will be on insurance issues including clinical trials liability, Internet liability and professional errors and omissions, as well as financial planning tools such as buy-sell agreements and alternatives to insurance. For more information, contact Kim Anderson at 410-327-9150 or [kanderson@etcbaltimore.com](mailto:kanderson@etcbaltimore.com).

**techcenter@UMBC**  
**University of Maryland, Baltimore County**

<http://www.umbc.edu/techcenter>

Contact: Walt Schulz, email: [wschulz@umbc.edu](mailto:wschulz@umbc.edu)

***New Tenants:***

- **Sphere Software Corporation** – David Glock (President/CEO) and John Callahan (Chief Technology Officer), founders **Sphere Software Corporation**, a technology spin-off of the Johns Hopkins University Applied Physics Laboratory, offers a way of managing and securely exchanging business information both inside and outside the enterprise with an extensible framework that is optimized for enterprise workflow automation.
- **Clinical Information Management Associates, LLC** – Ethel Johnson, president and principal **Clinical Information Management Associates (CIMA)**, which has joined the techcenter’s affiliate program, is a health information management consulting firm specializing in meeting the health information management needs of the healthcare community. CIMA provides services, including documentation reviews, compliance assessments and Medicaid/Medicare audit preparation, to physicians’ practices, acute hospitals and long-term care and ambulatory facilities.
- **Proteomics, Inc.** – Joseph G. Cremonese, president **Proteomics** is aimed towards advancing scientific endeavors and producing tools to facilitate and enhance the advancement of research and diagnosis in the areas of cancer research, research on aging and research into other aspects of modern biology.

***New and Noteworthy:***

- **BioParks 2003**, hosted by The Association of University Research Parks and the Council of Biotechnology Centers, was held June 20 to June 21 at the Hyatt Regency Baltimore. The conference, which attracted more than 150 research park professionals, real estate professionals and university officials, included tours of the University of Baltimore’s Westside Biotech Park, bwtech@UMBC Research and Technology Park, Johns Hopkins Bayview and the East Baltimore Project area.
- **BIO’s** annual convention was held in Washington, D.C. from June 22 to June 25. UMBC was a co-exhibitor with Baltimore County, the Greater Baltimore Technology Council and Harford County. The event attracted more than 15,000 visitors including President George W. Bush, who spoke at the event’s second day.

***Graduate News:***

- **ID Biomedical Corporation of Maryland** is relocating to Columbia. The biotechnology company is focused on the development of proprietary subunit vaccine products including those based on its platform intranasal adjuvant/delivery technology, Proteosomes, has graduated and.
- **Engenium Technologies**, an affiliate company, is relocating to Columbia. Engenium Technologies is an electrical and computer engineering design firm offering a combination of services and products ranging from systems analysis and concept development, to hardware design including digital, analog, and RF circuitry, to real-time embedded software development.

## **Technology Assistance Center (TAC) Incubator Lanham, MD**

[www.pgcedc.com](http://www.pgcedc.com)

Contact: Wanda Plumer, email: [WLPlumer@co.pg.md.us](mailto:WLPlumer@co.pg.md.us)

### *New and Noteworthy:*

- **Shekinah Concepts, Inc.**, which provides specialized services including hardware and software sales, IT training, network infrastructure design and implementation and IT consulting to local, state, federal and international markets, has completed its first contract with the National Council of Negro Women. In addition, the company has been offered three more contracts with two Washington, D.C. nonprofits and will be implementing its Technology/Business Institute into various Washington public schools. The company also will be opening its Ghana office in late September or early October 2003.
- Two incubator companies, **Shekinah Concepts, Inc.**, and **Global Wireless Networks**, a telecom equipment provider of cellular and satellite telecom services in the United States and internationally, took advantage of the insight shared by international trade specialists from Brazil, Chile and Mexico. This meeting took place during the kick-off event of the Maryland Department of Business and Economic Development's "Latin America Week" held at the Prince George's Economic Development Corporation's Lanham location.

## **Howard County Economic Development Authority's NeoTech Incubator Columbia, MD**

[www.hceda.org/incubator](http://www.hceda.org/incubator)

Contact: Carol Morrison, email: [cmorrison@hceda.org](mailto:cmorrison@hceda.org)

### *New and Noteworthy:*

- **Syncrodyne Systems Corporation**, which is developing a power amplifier for wireless devices that is capable of ultra-high gain and ultra-high efficiency, has been awarded five Small Business Innovation Research (SBIR) Phase I grants. The company also has been requested to submit a proposal for a Phase II grant.

## **Maryland Business Incubation Association (MBIA)**

### **MBIA Adds Two New Incubators**

#### *Thirteen Incubators From Throughout the State Now Comprise Growing Organization*

The MBIA this month announced the addition of two business incubators to its membership. The new Chesapeake Innovation Center (CIC) in Annapolis and the Higher Education and Applied Technology (HEAT) Center's Education and Conference Center near Aberdeen Proving Ground now join 11 incubators from throughout the state in the organization.

The Chesapeake Innovation Center opens this month as the first incubator in the United States to focus on homeland security technology firms. In its first year, the incubator is expected to house 15 firms in its 24,000-square-foot facility. The HEAT Center's facility was established in 1999 to serve a mix of information technology and biotechnology companies. The 1,200-square-foot facility houses two companies and has graduated four companies. In addition, eight colleges and universities offer advanced degree programs at the center.

## **Four MBIA Companies to Present at Prominent, Regional Venture Forum**

*Only Five Maryland Companies Chosen to Present at Early State East Event*

The MBIA is pleased to announce that four companies – Agentsmith Inc., Marligen Biosciences, Inc., Optyxx and Sensics – located in its member incubators were selected to present their business plans at the Early Stage East 2003 Venture Conference. These companies joined only one other Maryland company at the venture event. A committee of investment and entrepreneurial experts selected the finalists, recruited from Maryland, Washington, Virginia, Pennsylvania, Delaware, New Jersey, New York and North Carolina. The event, which featured more than 40 presenters and exhibitors, was held June 17 and June 18 at the Bank One Center on the Riverfront in Wilmington, Del.

Agentsmith, located in the Emerging Technology Center in Baltimore, has developed a software – RevenueMAX – that maximizes advertising revenues for media companies by linking together all the functions of the advertising sales process that currently operate independently of each other. Marligen Biosciences, a graduate of the Maryland Technology Development Center (MTDC) in Rockville, develops, manufactures and distributes products and services for life science researchers and is located in Ijamsville. Optyxx, which is located at the techcenter@UMBC in Catonsville, has developed a proprietary service that uses process optimization tools to create virtual plants that are designed to maximize resources, improve operational efficiencies and optimize plant profitability. Sensics, also located in the Emerging Technology Center, manufactures high-end visualization systems used for industrial design and vehicle simulation.

## **Angels and Eggs Event Accepting Applications**

The **Angels and Eggs Organizing Committee** has begun accepting applications from incubator companies interested in participating in the venture event through its website [www.angelsandeggs.com](http://www.angelsandeggs.com). The event will be held on October 24, 2003 at the Johns Hopkins University, Applied Physics Laboratory (JHU/APL) Kossiakov Center. The program, which is held by the Howard County Economic Development Authority, brings together the best Maryland incubator companies and the most influential Angel and early-stage investors. It also provides incubator companies with investor education, presentation readiness training, coaching, networking and access to the top, regional investors.

The deadline for applications and executive summaries is August 15, 2003. Finalists will be announced on September 15, 2003. For additional information, visit [www.angelsandeggs.com](http://www.angelsandeggs.com) or call Charina Chatman at 410-313-6550.

## **Maryland Technology Development Corp. (TEDCO)**

### **Maryland's Best Incubator Companies Recognized**

*Third Annual Incubator Companies of the Year Awards Highlight Six Companies*

The Maryland Technology Development Corporation (TEDCO), Saul Ewing LLP and American Express Tax and Business Services (TBS) recognized the winners of the third annual **Maryland Incubator Companies of the Year Awards** during a reception at the Museum of Industry in Baltimore. The awards, whose winners were chosen by a selection committee comprised of venture capitalists and government and business leaders, rewarded the achievements of six current and graduate companies of Maryland's incubators. Alfred R. Berkeley III, vice chairman of NASDAQ Stock Market Inc., presented the awards to the winning companies.

The categories and award-winners (incubator in parentheses) are: Best New Incubator Company – Business Devices, Inc. (NeoTech Incubator); Biotech/Life Science – Intronn, Inc. (MTDC); Information Technology – Artifact Software, Inc. (ETC); Technology Service – Datastream Conversion Services LLC (TAP); Most Promising Tech Transfer – Scientific Products & Systems, Inc. (techcenter@UMBC); Graduate – Avalon Pharmaceuticals (MTDC).

## **Senators Sarbanes and Mikulski Announce \$400,000 for Assistance to Maryland Business Incubators and their Tenants**

*Matching federal grant will contribute to incubator programs*

Senators Paul Sarbanes and Barbara Mikulski announced that TEDCO has received a \$200,000 grant from the U.S. Economic Development Administration (EDA) to provide additional support for technology business incubators throughout Maryland. Assistant Secretary of Commerce for Economic Development David A. Sampson presented the grant to TEDCO during a hardhat tour of the Emerging Technology Center @ Johns Hopkins Eastern business incubator. TEDCO and the Maryland Department of Business and Economic Development (DBED) matched the grant with \$200,000 in state funds.

The grant will be used, among other initiatives, to underwrite assessments of incubator tenants and affiliates; assist in entrepreneurial training based upon a program developed by University of Maryland Baltimore County; support programs that connect emerging companies to sources of private investment (such as the award-winning program Angels and Eggs – an angel investment forum created by the NeoTech incubator in Howard County); and intensive business development assistance to companies provided by professional staff.

### **TEDCO Events: MTTF Briefings**

TEDCO will hold two informational briefings to present details of its Maryland Technology Transfer Fund (MTTF) program. This briefing will teach companies how to use one of TEDCO's capital programs, the MTTF, to help transfer technology from Maryland universities and federal laboratories to the marketplace. The program will include a description of the MTTF program, eligibility requirements, guidelines for effective proposals, proposal submission and review process, and the terms of the agreement, among others. Cost is free, but registration is required.

**WHEN:** **Friday, July 11, 2003**  
**2 – 3:30 p.m.**

**Tuesday, July 15, 2003**  
**3:00 – 4:30 p.m.**

**WHERE:** Md. Technology Development Corp.  
(TEDCO)  
5575 Sterrett Place – Suite 240  
Columbia, MD

Technology Advancement Program  
University of Maryland  
387 Technology Dr. Rm. 1103  
College Park, MD

**DIRECTIONS:** [www.MarylandTEDCO.org](http://www.MarylandTEDCO.org)

[www.tap.umd.edu](http://www.tap.umd.edu)

## **TEDCO Releases 2003 Innovation and Technology Index Revealing Maryland's R&D Assets are Under-Performing**

*Study benchmarks State's regional rankings is presented to the Pappas Commission*

TEDCO this month released *The Maryland Innovation and Technology Index 2003*. The index provides a detailed assessment of the State's technology assets and the degree to which they are reflected in economic performance. The study was presented to the Maryland Commission on Development of Advanced Technology Business, which is charged with helping Maryland's high-tech community reach its full technology potential.

For a copy of the complete study, please visit [www.MarylandTEDCO.org](http://www.MarylandTEDCO.org).

*The Maryland Technology Incubator Excellence Program was developed by the Maryland Technology Development Corporation (TEDCO). Currently, TEDCO has programs that aid and promote state-funded incubators, and federal and university laboratories to increase technology transfer and Maryland's eCommerce. Governor Parris N. Glendening announced the appointment of Dr. Phillip Singerman as president of the organization in 1999. Heidi Sheppard serves as*

*TEDCO's Manager of Incubator Programs.*

*MBIA, a private, professional organization, is comprised of managers supervising existing and active business incubators in the State of Maryland. MBIA's missions are to serve as a united voice for the advancement of business incubation in Maryland and to maintain the growth and viability of business incubation through shared best practices and resources.*

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